



Indiana State Department of Agriculture
Governor Mitchell E. Daniels, Jr.
Lt. Governor Rebecca S. Skillman, Secretary of Agriculture and Rural Development
Joseph M. Kelsay, Indiana Agriculture Director

Indiana Delegates Continue to Grow New Markets Thanks to the 2011 Intermob Trade Fair

The Indiana State Department of Agriculture (ISDA) along with the Frank Miller Lumber Company Inc. in conjunction with the American Hardwood Export Council (AHEC) participated in the 14th annual Intermob Furniture and Machinery Fair in Istanbul, Turkey.

The wood manufacturing industry in veneer, furniture, kitchen cabinet and related industries continues to expand to source wood supply and changing consumer preferences. Over the past 20 years the wood manufacturers and furniture industries have made great progress in design, branding and R&D efforts to expand their domestic and international markets. The “Intermob 2011-14th International Furniture Related Industry, Accessories, Forestry Products and Wood Technology Fair,” brings together these industries and promotes them in search of new markets. This fair held by Tüyap Fairs Inc. at Tüyap Fair, Convention and Congress Center took place on October 15-19, 2011.

Being the largest meeting platform in Eurasia region for wood and furniture industries, Wood Processing Machinery 2011 and Intermob 2011 fairs had 700 companies and representatives from 24 countries exhibiting. During the five days over 25 countries and more than 50,000 professional visitors attended the shows to meet existing and/or new vendors to purchase products.

This was the third year ISDA has participated in this event to assist and promote Indiana’s hardwood industry to the Middle-East markets. The attendance of Frank Miller Lumber Co. Inc., a large primary manufacturer located in Union City, continues to show the development of Indiana’s hardwood industry and the necessity of expansion into international markets to maintain and/or increase sales. The delegates spent four days meeting and gathered more than 30 trade leads from importers and wood manufacturers from Turkey, UAE, Iran, Armenia, Kazakhstan and Romania requesting quotes for lumber, veneer, and logs.

ISDA and Frank Miller Lumber Company Inc. representatives spent the last day of the show doing site visits to flooring, furniture and millwork facilities of existing and new customers.